

QUARTERLY HISTORICAL REPORT  
1221 JERSEY CITY DIVISION

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED	
A12	908	35	96.1	35	96.1	
C12	3		100.0		100.0	
A24	77		100.0		100.0	
C24	6		100.0		100.0	
MONTHLY TOTAL	994	35	96.4	35	96.4	
A04	935	605	35.2	605	35.2	
QUARTERLY TOTAL	935	605	35.2	605	35.2	
A00	277	277		277		
B00	341	272	20.2	272	20.2	
A01	150	143	4.6	143	4.6	
B01	27	18	33.3	18	33.3	
M04	1		100.0		100.0	
N99	2	2		2		
TOTAL	2727	1352	50.4	1352	50.4	

QUARTERLY HISTORICAL REPORT  
1222 YONKERS DIVISION

51847 2884

CALL CLASS	November 1996			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	780	2	99.7	2	99.7
C12	2	1	50.0	1	50.0
A24	186		100.0		100.0
C24	2		100.0		100.0
MONTHLY TOTAL	970	3	99.6	3	99.6
A04	475	89	81.2	89	81.2
B04	7	5	28.5	5	28.5
QUARTERLY TOTAL	482	94	80.4	94	80.4
A00	423	322	23.8	322	23.8
B00	369	235	36.3	235	36.3
C00	21	21		21	
A01	462	427	7.5	427	7.5
N99	1	1		1	
Z99	1	1		1	
TOTAL	2729	1104	59.5	1104	59.5

RETAIL ACCOUNT COVERAGE REPORT  
SALES REP. RESPONSIBILITY  
QUARTERLY HISTORICAL REPORT  
1223 NASSAU DIVISION

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED	
A12	568	46	91.9	46	91.9	
C12	11		100.0		100.0	
A24	267	23	91.3	23	91.3	
C24	24	1	95.8	1	95.8	
A52	6		100.0		100.0	
C52	17		100.0		100.0	
MONTHLY TOTAL	893	70	92.1	70	92.1	
A04	320	239	25.3	239	25.3	
B04	2	2		2		
C04	1		100.0		100.0	
QUARTERLY TOTAL	323	241	25.3	241	25.3	
A00	336	328	2.3	328	2.3	
B00	602	495	17.7	495	17.7	
C00	4	4		4		
A01	376	365	2.9	365	2.9	
M24	3		100.0		100.0	
N99	1	1		1		
Z99	1	1		1		
TOTAL	2539	1505	40.7	1505	40.7	

RETAIL ACCOUNT COVERAGE REPORT  
SALES REP. RESPONSIBILITY  
QUARTERLY HISTORICAL REPORT  
1224 MANHATTAN DIVISION

51847 2886

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED	
A12	878	10	98.8	10	98.8	
C12	2		100.0		100.0	
A24	162	1	99.3	1	99.3	
C24	9	1	88.8	1	88.8	
MONTHLY TOTAL	1051	12	98.8	12	98.8	
A04	587	286	51.2	286	51.2	
B04	30	28	6.6	28	6.6	
QUARTERLY TOTAL	617	314	49.1	314	49.1	
A00	74	74		74		
B00	608	487	19.9	487	19.9	
C00	15	14	6.6	14	6.6	
A01	432	414	4.1	414	4.1	
C01	23	23		23		
N99	2	2		2		
TOTAL	2822	1340	52.5	1340	52.5	

SALES REP. RESPONSIBILITY  
 QUARTERLY HISTORICAL REPORT  
 1225 BROOKLYN DIVISION

CLASS CMT  
 RETAIL ACCOUNTS NOT CONTACTED  
 RETAIL ACCOUNTS PERCENT  
 QUARTER 1996

A12 536 22 95.8  
 A24 296 5 98.3  
 B24 1 100.0

MONTHLY TOTAL  
 A04 833 27 96.7  
 B04 154 27 96.7  
 C04 154 27 96.7

QUARTERLY TOTAL  
 A00 947 157 83.4  
 B00 425 151 83.4  
 C04 1340 418 50.0

TOTAL  
 A01 1340 418 50.0  
 B01 1333 418 50.0  
 C04 1333 418 50.0

2086 43.7 2086 43.7

SIS731B71226XX				RETAIL ACCOUNT COVERAGE REPORT				SALES REP. RESPONSIBILITY				QUARTERLY HISTORICAL REPORT				1226 NORTH JERSEY DIVISION			
CLASS				RETAIL ACCOUNTS PERCENT				RETAIL ACCOUNTS PERCENT				RETAIL ACCOUNTS PERCENT				RETAIL ACCOUNTS PERCENT			
CALL				NOT CONTACTED				NOT CONTACTED				NOT CONTACTED				NOT CONTACTED			
A12				36				36				36				36			
A24				2				2				2				2			
C24				1				1				1				1			
MONTHLY TOTAL				885				95.5				95.5				95.5			
B04				1013				253				253				253			
B04				29				21				21				21			
QUARTERLY TOTAL				1042				274				274				274			
A00				327				277				277				277			
B00				386				347				347				347			
C00				3				3				3				3			
A01				203				201				201				201			
B01				2				100.0				100.0				100.0			
M04				1				1				1				1			
M12				1				100.0				100.0				100.0			
Z99				1				1				1				1			
TOTAL				2851				1143				59.9				1143			

## SALES REP. RESPONSIBILITY

## QUARTERLY HISTORICAL REPORT

1229 QUEBENS DIVISION

CLASS	NOVEMBER 1996	QUARTER	RETAIL ACCOUNTS PERCENT	ACCOUNTS NOT CONTACTED
A12	1095	4	99.6	100.0
A24	217	3	100.0	100.0
C24				
MONTHLY TOTAL	1315	4	99.6	100.0
A04	1041	149	85.6	85.6
B04	16	14	12.5	12.5
QUARTERLY TOTAL	1057	163	84.5	84.5
A00	267	251	5.9	5.9
B00	1566	1422	9.1	9.1
A01	76	75	1.3	1.3
B01	2	2	100.0	100.0
M01	2	2		
Z99	1	1		
TOTAL	4286	1918	55.2	55.2

51847 2889

RETAIL ACCOUNT COVERAGE REPORT  
SALES REP. RESPONSIBILITY  
QUARTERLY HISTORICAL REPORT  
12 NEW YORK METRO REGION

51847 2890

CALL CLASS	November 1996			QUARTER	
	RETAIL ACCOUNTS	PERCENT	ACCOUNTS	PERCENT	
	ACCOUNTS	NOT CONT	CONTACTED	NOT CONT	CONTACTED
A12	5502	155	97.1	155	97.1
C12	18	1	94.4	1	94.4
A24	1339	31	97.6	31	97.6
B24	1		100.0		100.0
C24	58	3	94.8	3	94.8
A52	6		100.0		100.0
C52	17		100.0		100.0
MONTHLY TOTAL	6941	190	97.2	190	97.2
A04	5314	1775	66.5	1775	66.5
B04	86	72	16.2	72	16.2
C04	3	1	66.6	1	66.6
QUARTERLY TOTAL	5403	1848	65.7	1848	65.7
A00	1863	1680	9.8	1680	9.8
B00	4297	3676	14.4	3676	14.4
C00	43	42	2.3	42	2.3
A01	3039	2958	2.6	2958	2.6
B01	31	18	41.9	18	41.9
C01	23	23		23	
M01	2	2		2	
M04	2	1	50.0	1	50.0
M12	5		100.0		100.0
M24	3		100.0		100.0
N99	6	6		6	
Z99	4	4		4	
TOTAL	21662	10448	51.7	10448	51.7



SIS731B71222XX RETAIL ACCOUNT COVERAGE REPORT  
 RETAIL REP. RESPONSIBILITY  
 QUARTERLY HISTORICAL REPORT  
 1222 YONKERS DIVISION

CLASS	CALL	RETAIL ACCOUNTS PERCENT	RETAIL ACCOUNTS NOT CONT	QUARTER	RETAIL ACCOUNTS PERCENT	RETAIL ACCOUNTS NOT CONT
	November 1996					
A12	1016	78	92.3	78	92.3	
C12	44	14	68.1	14	68.1	
A24	53	1	98.1	1	98.1	
C24	33	9	72.7	9	72.7	
MONTHLY TOTAL	1146	102	91.0	102	91.0	
A04	95	19	80.0	19	80.0	
B04	17	6	64.7	6	64.7	
C04	52	18	65.3	18	65.3	
QUARTERLY TOTAL	164	43	73.7	43	73.7	
A00	1	1		1		
C00	1	1		1		
C01	1	1		1		
TOTAL	1313	148	88.7	148	88.7	

51847 2891

QUARTERLY HISTORICAL REPORT  
1223 NASSAU DIVISION

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED	
A12	976	4	99.5	4	99.5	
C12	58		100.0		100.0	
A24	223		100.0		100.0	
C24	19		100.0		100.0	
A52	7		100.0		100.0	
C52	3		100.0		100.0	
MONTHLY TOTAL	1286	4	99.6	4	99.6	
A04	162	27	83.3	27	83.3	
C04	9	4	55.5	4	55.5	
QUARTERLY TOTAL	171	31	81.8	31	81.8	
2	1		100.0		100.0	
A00	14	12	14.2	12	14.2	
M12	3		100.0		100.0	
TOTAL	1475	47	96.8	47	96.8	

RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1226 NORTH JERSEY DIVISION

November 1996

QUARTER

CALL CLASS	RETAIL ACCOUNTS PERCENT	RETAIL ACCOUNTS PERCENT	ACCOUNTS NOT CONT CONTACTED	ACCOUNTS NOT CONT CONTACTED
A12	550	1	99.8	1
C12	89		100.0	
A24	192		100.0	
C24	69		100.0	
A52	30		100.0	
C52	24		100.0	
MONTHLY TOTAL	954	1	99.8	1
A04	162	13	91.9	13
B04	2		100.0	
C04	16		100.0	
QUARTERLY TOTAL	180	13	92.7	13
Z4	1		100.0	
TOTAL	1135	14	98.7	14

51847 2893

## RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT  
1229 QUEENS DIVISION

51847 2894

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	PERCENT	ACCOUNTS	PERCENT	ACCOUNTS	PERCENT
	ACCOUNTS	NOT CONT	CONTACTED	NOT CONT	CONTACTED	
A12	1166	12	98.9	12	98.9	
C12	30		100.0		100.0	
A24	178	7	96.0	7	96.0	
C24	4		100.0		100.0	
MONTHLY TOTAL	1378	19	98.6	19	98.6	
A04	230	26	88.6	26	88.6	
B04	2		100.0		100.0	
C04	2	2		2		
QUARTERLY TOTAL	234	28	88.0	28	88.0	
A00	3	2	33.3	2	33.3	
B00	1		100.0		100.0	
12	1		100.0		100.0	
TOTAL	1617	49	96.9	49	96.9	

## RETAIL REP. RESPONSIBILITY

## QUARTERLY HISTORICAL REPORT

12 NEW YORK METRO REGION

CALL CLASS	November 1996			QUARTER		
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED	
A12	3708	95	97.4	95	97.4	
C12	221	14	93.6	14	93.6	
A24	647	9	98.6	9	98.6	
C24	125	9	92.8	9	92.8	
A52	37		100.0		100.0	
C52	27		100.0		100.0	
MONTHLY TOTAL	4765	127	97.3	127	97.3	
A04	649	85	86.9	85	86.9	
B04	21	6	71.4	6	71.4	
C04	79	24	69.6	24	69.6	
QUARTERLY TOTAL	749	115	84.6	115	84.6	
2	1		100.0		100.0	
A00	18	15	16.6	15	16.6	
B00	1		100.0		100.0	
C00	1	1		1		
C01	1	1		1		
12	1		100.0		100.0	
M12	3		100.0		100.0	
24	1		100.0		100.0	
TOTAL	5541	259	95.3	259	95.3	